

# Region III Report

## News from around the Region

Delaware, Maryland, Pennsylvania, Virginia, West Virginia, Washington, D.C.

July - September 2006

FY2006:

Loan Guaranties Approved: 8,459  
Total Dollar Value: \$1.4 Billion



*Region III Administrator Stephanie Watkins (Left) looks on as SBA Administrator Stephen Preston talks with and exchanges business cards during a meeting with Baltimore entrepreneurs.*

## Looking back, and looking forward . . .

By, Stephanie A. Watkins  
Region III Administrator



I am very pleased to report that SBA Administrator Stephen Preston came to two Region III offices and each time he came away impressed with the caliber of the employees in Region III's Baltimore and Philadelphia offices. I am extremely pleased with the outcome and the effort everyone made to create that experience.

These trips were among Administrator Preston's first since his confirmation by the Senate. He is going about the country to delivery his message to the SBA employees, agency resource partners, elected officials, and small business owners concerning the direction the agency will go during his tenure. It is important to Mr. Preston to develop a dialogue with the small business community and the agency's employees.

Not surprisingly, he stressed the importance of a meaningful training program for employees, adequate staffing, and morale. On the small business front, customer-focused services and programs are his priority. Everyone is in agreement with his statement that it really does not matter how good we are, there is always room for improvement.

I've had the opportunity to interact with Mr. Preston four times during the past two months, at the senior management conference in New Orleans, Baltimore, Philadelphia, and Ocean City Maryland during the America-East Lenders Conference.

## Preston meets with Md. business owners

SBA Administrator Steven Preston and Regional Administrator Stephanie Watkins visited the Baltimore District Office (BDO) for a Small Business Roundtable on August 22, 2006. Administrator Preston, who was sworn into office in July, met with a group of approximately twenty-five small business owners from across Maryland.

Regional Administrator Watkins opened the session with remarks and a formal introduction of Administrator Preston. He began by thanking everyone for taking time from their busy schedules to attend the meeting. He wanted to reassure everyone that although the SBA has seen record-breaking approval of loan guaranties and increased usage of contracting, counseling, and training programs, there is much work ahead. He noted that his primary focus coming into the Agency is to review the SBA's current processes and to streamline activities where possible, and to ensure that the SBA is customer-friendly and efficient. He then opened the floor to questions.

Among the comments from the participants, Andre Cain, of Cain & Associates, Inc., questioned the \$2 million dollar limit on surety bonds; Amanda Zinn, of eCubed, Inc., offered insight on the SBA's Women's Business Center program and the importance of women entrepreneurs to both the nation's economy and the welfare of those entrepreneurs individually. Other attendees voiced their concerns over the validity of ownership structures, ensuring that a women-owned business is truly that and not simply a figurehead.

While the Administrator heard both constructive criticism and kudos from the attendees, all agreed that there is a need for small business assistance and that the SBA is the Agency to turn to when creating or growing a small business.

Continued on Page 2

**U.S. Small Business Administration**  
*Region III – Serving Delaware, Maryland,  
Pennsylvania, Virginia, West Virginia, and  
Washington, D.C.*

900 Market Street, 5<sup>th</sup> Floor  
**Robert N.C. Nix Sr., Federal Building.**  
Philadelphia, PA 19107  
(215) 580-5807

Web site: <http://www.sba.gov/region3/>

**Volume 3**

**Issue 4**

## Philadelphia nets Matchmaking success for regional event

The U.S. Small Business Administration, SCORE-Counselors to America's Small Business, Hewlett-Packard, and The Greater Philadelphia Hispanic Chamber of Commerce host regional Business Matchmaking event Sept. 22 in Philadelphia.

The matchmaking program creates face-to-face meetings between small company owners and public and private sector procurement representatives in an effort to award more contracts to small companies. There were more than 850 sellers and 140 buyers in attendance.

## Looking Back, Looking Forward . . . from page 1

I believe that he will be an excellent steward of the Agency and achieve his goals of improving our program delivery systems and the SBA-customer experience. I have a feeling that FY 2007 will be a great year.

Another highlight of the year was the successful Matchmaking Event in Philadelphia. I attribute the amazing success of this event to a group of tireless professionals: you know who you are. More than 100 buyers and sellers participated as each searched for the opportunity to develop a procurement relationship. I appreciated the contributions of staff from the Delaware, Pittsburgh, Baltimore Districts, and of course, the Philadelphia District staff, and their collective and unrelenting customer focus.

It is over used, albeit so true: hind site is 20-20. Each year, we have an opportunity to chronicle our accomplishments and note our shortcomings. This is an important time of year as we begin our planning for success in FY 2007. Take the time to look at your operations and look for ways to improve on your success. Be relentless in your pursuit of excellence.

You all have put in a tremendous effort to do what I've always believed you could, outstanding work. Region III's contribution to the Agency's sixth consecutive year of record program assistance is yours to claim. Be proud: I am proud of you. Because of you, more entrepreneurs are using SBA services. The word is out that SBA is a partner to small business growth and development. Let's continue to spread the word.



## Delaware entrepreneur claims mid-Atlantic minority business award **Region III Minority Small Business Person of the Year 2006**



**Eliseo Valenzuela**  
*First State Manufacturing, Inc.*

With a nationally recognized ability to create, design, and manufacture diverse aircraft, rail, marine, automotive and restaurant upholstery components, Eli Valenzuela brings over 30 years in both private industry and federal government experience to First State Manufacturing.

A recognized artisan for all military interior renovation needs, including the manufacture and output of federal aircraft protective engine shields and UH-60 Black Hawk design changes in intake and exhaust covers, he is responsible for numerous engineering changes currently accepted by the U.S. Armed Forces.

Adept at troubleshooting and providing innovative solutions to a diverse client base, he is extremely customer oriented. Intent on finding a better way, Eli Valenzuela is the recipient of two Sustained Superior Performance awards, the Exceptional Performance award, the On-the-Spot award, and numerous suggestion awards. Proficient in all facets of design, manufacture, management, and public relations, he brings a seasoned, distinguished background as President to First State Manufacturing.

## Nation recognizes minority business owners important contributions to nations economy

The National Minority Enterprise Development (MED) Week, Aug. 29 – Sept. 1, 2006 was the premiere event hosted by the United States Department of Commerce's Minority Business Development Agency (MBDA). This year marks the 24th Annual National MED Week designated by Presidential Proclamation. In collaboration with the U.S. Small Business Administration and public and private sector partners, MBDA commemorates minority entrepreneurship with the National MED Week, the largest federally sponsored activity. Leading up to the National MED Week Conference, there are regional MED Week events throughout the United States.

### SBA names new Women's Business Center in Philadelphia

The Empowerment Group  
2111 North Front Street  
Philadelphia, PA 19122  
Interim Director, Laura Gumpert  
Telephone: 215-427-9245  
[edsearch@empowerment-group.org](mailto:edsearch@empowerment-group.org)  
[www.empowerment-group.org](http://www.empowerment-group.org)

## President Bush to nominate top Latina professional as SBA Deputy Administrator

**WASHINGTON** – President George W. Bush announced yesterday that he intends to nominate Jovita Carranza, one of the top Latina professionals in the country, as the U.S. Small Business Administration's deputy administrator. In 2004, Hispanic Business magazine named Carranza Hispanic Woman of the Year.

Carranza, a 30-year veteran of UPS, was most recently vice president of air operations at the worldwide package shipping company. She was responsible for air operations at the company's facility in Louisville, Ken., and oversaw the cutting-edge automated package processing operation there.

Because small businesses are one of the largest customer bases for UPS, Carranza is well aware of their needs, and throughout her career, she has been actively involved in initiatives to address their requirements to help them compete in the global marketplace.

"Jovita brings great sensitivity to the issues small businesses face as well as the sophistication of being part of an organization with complex operations," said SBA Administrator Steven C. Preston. "This combination of insight and business skills will bring tremendous value to the SBA as we strive to create a higher degree of customer responsiveness and operational sophistication to the agency."

"As part of the new leadership team at SBA, Jovita and I will work together to take the agency to the next level."

While at UPS, Carranza also served as president of Latin American Operations and the Caribbean. Additionally, she has extensive experience in human resources management and work force planning.

Carranza, a native of Chicago, is currently a resident of Louisville. She earned her MBA from the University of Miami (Fla.).

## Administrator Preston meets E. Pennsylvania entrepreneurs

**Philadelphia** – Delaware and Bucks County small business owners on Sept. 18 had an opportunity to tell the newly appointed Administrator of the U.S. Small Business Administration their concerns during meetings paneled by U.S. Congressmen Curt Weldon, Pennsylvania's 7th District, and Michael G. Fitzpatrick, Pennsylvania's 8th District.

The agency's regional leadership, Stephanie A. Watkins, the SBA's mid-Atlantic region III administrator, David C. Dickson the agency's Eastern Pa., district director, and the Delaware county Chamber of Commerce convened the meetings expressly to create a dialog between Preston and local small business owners.

Preston, who represents the interest of entrepreneurs on Capital Hill, is engaging small business owners in local forums across the country as he plans a strategy for his tenure as the 22nd Administrator of the U.S. Small Business Administration.

He addressed approximately 75 entrepreneurs from throughout the Delaware Valley. He listened to the needs of the small business owners and economic development leaders and discussed related local and national issues. As the agency's administrator, he oversees the delivery of financial and business development services to America's entrepreneurs.

Watkins said, "Administrator Preston is passionate about the opportunity, presented by the President's nomination and the U.S. Senate's confirmation, for relevant public service. He is committed to serving the small business community."

## SBA Administrator Preston leads roundtable discussion



Photo by John Fleming, Philadelphia District PIO

*Administrator Preston talks about the direction of the agency and listens to the concerns of business owners during a Delaware County roundtable discussion.*

## Charles County and SBA sign outreach agreement

**By Rachel Howard**  
Public Information Officer

**BALTIMORE** -- Steve Umberger, District Director, on behalf of the SBA Baltimore District Office (BDO) entered into a Strategic Alliance Memorandum (SAM) with Pastor Willie Hunt, President of the Ministers Alliance of Charles County on Tuesday, Sept. 19.

An Open House was held at the Embassy Business Complex in Waldorf, Md. during which the SAM was signed. Open House activities included presentations by area resource providers, networking and the announcement that a new chapter of SCORE, Counselors to America's Small Business will be opening in the area. The SAM outlines a series of joint effort workshops and open dialogue between the organizations to promote entrepreneurship in Southern Maryland.





*Christina M. Lundberg, Center Manager Small Business Development Center (SBDC) of Blue Ridge CTC (left) and Nancy Ferner, Small Business Development Center, are receiving an award at the 20-year celebration by Chuck Wheeler, President of the Berkeley Springs-Morgan County Chamber of Commerce*

## C&TC SBDC turns 20

This past September, the Small Business Development Center at the Blue Ridge Community and Technical College located in Martinsburg, W.Va. celebrated 20 years of providing the small business community with professional consulting services and quality training opportunities.

The Center serves the eastern-most portion of the state, which includes the counties of Berkeley, Morgan, and Jefferson, one of the most rapidly developing regions of the state.

To commemorate the two decades of entrepreneurial service, receptions were held in each of the three counties.

Other highlights included presenting a marketing workshop to the West Virginia Herb Association; assisting the Jefferson County Agricultural Development Office during Charles Town Heritage Days; providing assistance to the Hispanic business community through the Eastern Panhandle Hispanic Advocacy Coalition during the third annual Hispanic Festival; conducting a workshop at the fourth annual Women in Business Expo hosted by the Professional Business Women's Association; Assisting Main Street Martinsburg to coordinate the visit of eight Russian women as part of the American University's Women & Politics Institute; exhibiting at the Business Connections/Multicultural Business Expo as well as presenting a workshop on the ABC's of Starting a Business.

Center Manager Christina Lundberg and business analyst Nancy Ferner are dedicated to providing expert assistance and guidance to the small business community in the Eastern Panhandle. The SBA is privileged to be able to include these two individuals as part of our team of resource partners.

## Eagle Aviation Technologies celebrates 10 years and facility purchase with 504 loan



From left to right: Louisa Strayhorn, Director, Virginia Department of Business Assistance, R. Patrick Gomez, Vice President, Tidewater Business Financing Corporation, Ronald E. Bew, District Director, SBA, Stephanie A. Watkins, SBA Regional Administrator, Region III, Honorable Jo Ann Davis, U.S. House of Representatives, Gemma and Emmet Wallace, Eagle Aviation Technologies, Inc.

## Va. firm uses \$973K 504 to buy building

Eagle Aviation Technologies, Inc. celebrates its 10-year anniversary and move to new facility.

Eagle Aviation Technologies, Inc., (EATI) a Hampton, Va. firm, recently received a \$973,000 504 loan through Tidewater Business Finance Corporation, using an SBA financial assistance program that helps entrepreneurs purchase real property. The loan, combined with an additional \$1.2 million in financing through Zion's Bank, funded the acquisition and renovation of a building located at 3200 Magruder Blvd. in Hampton. This financing not only allowed the business to purchase a larger facility, but will also create 10 new jobs over the next two years.

A ceremonial check presentation and 10th anniversary celebration was held on Tuesday, Aug. 29 at EATI's new facility. Speakers included the Honorable Jo Ann Davis, U.S. House of Representatives and Stephanie A. Watkins, SBA Regional Administrator, Region III.

SBA District Director Ron Bew said, "The 504 loan program is SBA's economic development program that supports American small business growth and helps communities through business expansion and job creation. It is an excellent financing source for small businesses like Eagle Aviation Technologies, Inc. because the program usually requires only a 10 percent equity contribution from the small business toward the total project cost. The lower down payment allows the business to conserve valuable working capital for other needs."